JOURNAL OF SMALL BUSINESS MANAGEMENT

1985 CUMULATIVE INDEX BY SUBJECT AND AUTHOR/INDEX

SUBJECT INDEX

Accounting and Finance

Business Plans and Planning

Counseling and Training

Information Systems

Legal Issues

Management and Marketing

Reviews

Research and Development

Special Features

Worldwide Business

AUTHOR/TITLE INDEX

SUBJECT INDEX

Accounting and Finance

"A Computerized Approach to Choosing Depreciation Options," Paul M. Mangiameli, Scott N. Cairns, and Joseph P Matoney, April 1985, pp. 34-40.

"Job Order Cost Accounting Information Systems," James H. Williams, April 1985, pp. 17-26.

Business Plans and Planning

"Business Plans: Two Major Types," Fred L. Fry and Charles R. Stoner, January 1985, pp. 1-6.

"The Effects of Long-Range Planning on Small Business Performance: A Further Examination," Christopher Orpen, January 1985, pp. 16-23.

"Environmental Contact and Financial Performance of the Small Firm," Marc J. Dollinger, January 1985, pp. 24-30.

"The Impact of Consultants on Small Firm Strategic Planning," Jeffrey S. Bracker and John N. Pearson, July 1985, pp. 23-30.

"Internal Politics and the Strategic Business Plan," Robert E. Jones, January 1985, pp. 31-37.

"A Longitudinal Study of Small Business Strategic Planning," Donald L. Sexton and Philip Van Auken, January 1985, pp. 7-15.

"Market Analysis in the Business Plan: Venture Capitalists' Perceptions," Gerald E. Hills, January 1985, pp. 38-46.

Counseling and Training

"Barriers to Small Business Formation," Joseph E. Finnerty and Anthony T. Krzystofik, July 1985, pp. 50-58.

"Grantsmanship and Entrepreneurship: A Partnership Opportunity Under the Small Business Innovation Development Act," Kathleen C. Brannen, July 1985, pp. 44-49.

"The Impact of SBDC Consulting Activities," James J. Chrisman, R. Ryan Nelson, Frank Hoy, and Richard B. Robinson, Jr., July 1985, pp. 1-11.

"Small Business Incubators: A Positive Environment for Entrepreneurship," David N. Allen and Syedur Rahman, July 1985, pp. 12-22.

"Training of SCORE/ACE Counselors: Attitudes and Needs," Donald G. Anderson, Dennis J. Elbert, and James R. Floyd, July 1985, pp. 31-36.

Legal Issues

"Going Public: Information for Small Business," James M. Johnson and Robert E. Miller, October 1985, pp. 38-44.

"The Legal Profession: Views from Small Business Owners/Operators," Duane Ireland, Joe W. Fowler, and G. Daryl Nord, January 1985, pp. 56-64.

"Multilevel Franchise or Pyramid Scheme?," Lowell E. Stockstill, October 1985, pp. 54-58.

"Selecting a Legal Structure: A Strategic Decision," Rajendra P. Khandekar and John E. Young, January 1985, pp. 47-55.

Information Systems

"Computerized Small Business Information Systems," Stewart C. Malone, April 1985, pp. 10-16.

"Defining Computer Information Needs for Small Business: A Delphi Method," Raymond Taylor and David J. Meinhardt, April 1985, pp. 3-9.

Management and Marketing

"Effects of Vendor Size on Industrial Purchases of Component Parts," Pamela Homer, April 1985, pp. 53-60.

"How to Reduce Advertising Costs," Ragnor Seglund, July 1985, pp. 66-69.

"Inventory Management Techniques," John H. Blackstone and James F. Cox, April 1985, pp. 27-33.

"The Pricing Decision: A Service Industry's Experience," Joe F. Goetz, April 1985, pp. 61-67.

"Type A, Occupational Stress, and Salesperson Performance," Charlene Herried, Mark Peterson, and Donna Chang, July 1985, pp. 59-65.

Research and Development

"A New Nationwide Data Base for Minority Business," Timothy Bates and Antonio Furino, April 1985, pp. 41-52.

"University Research Centers and New Product Development for Small High-Technology Firms," Don R. Snyder and Troy A. Festervand, July 1985, pp. 37-43.

Reviews

Barkas, *Review of Creative Time Management*, Jo Lynn Jennings, April 1985, p. 71.

Welsh and White, *The Entrepreneur's Master Planning Guide*, Kathleen C. Brannen, October 1985, pp. 65-66.

Silver, *The Entrepreneurial Life: How to Go for It and Get It*, Arthur J. Noetzel, July 1985, p. 73-74.

O'Flaherty, *Going Public: The Entrepreneur's Guide*, Harry J. Swanson, October 1985, pp. 64-65.

Braverman, *Maximizing Profits in Small and Medium-Sized Businesses*, Harriet B. Stephenson, July 1985, pp. 74-75.

Storey, *The Small Firm: An International Survey*, Alvin D. Star, October 1985, pp. 63-64.

Packard and Carron, *Start Your Own Store: Managing, Merchandising, and Evaluating*, Georgia Williams Bowser, January 1985, pp. 76-77.

Special Features

"Does the SBA Satisfy the Informational Needs of Small Business?," George Solomon, October 1985, pp. 67-70 (Small Business News & Views).

"Low-Cost Research Sources," Jeffrey P. Davidson, April 1985, pp. 73-77 (Small Business News & Views).

"Resources," Columns, Cynthia C. Ryans, January-October 1985.

"The 11th Annual International Small Business Congress," Eugene T. Bonk, April 1985, pp. 1-2 (Special Report).

"Why Entrepreneurship? A Worldwide Perspective," Albert Shapero, October 1985, pp. 1-5 (Guest Editorial).

Worldwide Business

"Encouraging Entrepreneurship: Britain's New Enterprise Program," Sue Birley, October 1985, pp. 6-12.

"Export Trading Companies: A Marketing Vehicle for Small Textile and Apparel Firms?" Susan B. Hester, October 1985, pp. 20-27.

"Marketing to Less Developed Countries," Leslie M. Dawson, October 1985, pp. 13-19.

"Recent Small Business Reforms in Hungary: A Unique Socialist Experiment," Jacob Naor, January 1985, pp. 65-72.

"Strategic Export Information for Small Business," John R. Darling and Joseph F. Postnikoff, October 1985, pp. 28-37.

AUTHOR/TITLE INDEX

ALLEN, DAVID N. and SYEDUR RAHMAN. Small Business Incubators: A Positive Environment for Entrepreneurship, July 1985, pp. 12-22.

ANDERSON, DONALD G., DENNIS J. ELBERT, and JAMES R. FLOYD. Training of SCORE/ACE Counselors: Attitudes and Needs, July 1985, pp. 31-36.

BATES, TIMOTHY and ANTONIO FURINO. A New Nationwide Date Base for Minority Business, April 1985, pp. 41-52.

BIRLEY, SUE. Encouraging Entrepreneurship: Britain's New Enterprise Program, October 1985, pp. 6-12.

BLACKSTONE, JOHN H. and JAMES F. COX. Inventory Management Techniques, April 1985, pp. 27-33.

BONK, EUGENE T. The 11th Annual International Small Business Congress, April 1985, pp. 1-2.

BOWSER, GEORGIA WILLIAMS. Review of *Start Your Own Store: Managing, Merchandising, and Evaluating*, by Packard and Carron, January 1985, pp. 76-77.

BRACKER, JEFFREY S. and JOHN N. PEARSON. The Impact of Consultants on Small Firm Strategic Planning, July 1985, pp. 23-30.

BRANNEN, KATHLEEN C. Review of *The Entrepreneur's Master Planning Guide*, by Welsh and White, October 1985, pp. 65-66.

BRANNEN, KATHLEEN C. and JOEL C. GARD. Grantsmanship and Entrepreneurship: A Partnership Opportunity Under the Small Business Innovation Development Act, July 1985, pp. 44-49.

CAIRNS, SCOTT NO., see MANGIAMELI.

CHANG, DONNA, see HERRIED.

CHRISMAN, JAMES J., R. RYAN NELSON, FRANK HOY and RICHARD B. ROBINSON, JR. The Impact of SBDC Consulting Activities, July 1985, pp. 1-11.

COX, JAMES F., see BLACKSTONE.

DARLING, JOHN R. and JOSEPH F. POSTNIKOFF. Strategic Export Information for Small Business, October 1985, pp. 28-37.

DAVIDSON, JEFFREY P. Low-Cost Research Sources, April 1985, pp. 73-77 (Small Business News & Views).

DAWSON, LESLIE M. Marketing to Less Developed Countries, October 1985, pp. 13-19.

DOLLINGER, MARC J. Environmental Contact and Financial Performance of the Small Firm, January 1985, pp. 24-30.

ELBERT, DENNIS J., see ANDERSON.

FESTERVAND, TROY A., see SNYDER.

FINNERTY, JOSEPH E. and ANTHONY T. KRZYSTOFIK. Barriers to Small Business Formation, July 1985, pp. 50-58.

FLOYD, JAMES R., see ANDERSON.

FOWLER, JOE W., see IRELAND.

FRY, FRED L. and CHARLES R. STONER. Business Plans: Two Major Types, January 1985, pp. 1-6.

FURINO, ANTHONIO, see BATES.

GARD, JOEL, C., see BRANNEN.

GOETZ, JOE F. The Pricing Decision: A Service Industry's Experience, April 1985, pp. 61-67.

HERRIED, CHARLENE, MARK PETERSON, and DONNA CHANG. Type A, Occupational Stress, and Salesperson Performance, July 1985, pp. 59-65.

HILLS, GERALD E. Market Analysis in the Business Plan: Venture Capitalists' Perceptions, January 1985, pp. 38-46.

HOMER, PAMELA. Effects of Vendor Size on Industrial Purchases of Component Parts, April 1985, pp. 53-60.

HOY, FRANK, see CHRISMAN.

IRELAND, DUANE, JOE W. FOWLER, and G. DARYL NORD. The Legal Profession: Views from Small Business Owners/Operators, January 1985, pp. 56-64.

JENNINGS, JO LYNN. Review of *Creative Time Management*, by Barkas, April 1985, p. 71.

JOHNSON, JAMES M. and ROBERT E. MILLER. Going Public: Information for Small Business, October 1985, pp. 38-44.

JONES, ROBERT E. Internal Politics and the Strategic Business Plan, January 1985, pp. 31-37.

KHANDEKAR, RAJENDRA P. and JOHN E. YOUNG. Selecting a Legal Structure: A Strategic Decision, January 1985, pp. 47-55.

KRZYSTOFIK, ANTHONY T., see FINNERTY.

MALONE, STEWART C. Computerizing Small Business Information Systems, April 1985, pp. 10-16.

MANGIAMELI, PAUL M., SCOTT N. CAIRNS, and JOSEPH P. MATONEY. A Computerized Approach to Choosing Depreciation Options, April 1985, pp. 34-40.

MATONEY, JOSEPH P., see MANGIAMELI.

MEINHARDT, DAVID J., see TAYLOR.

MILLER, ROBERT E., see JOHNSON.

NAOR, JACOB. Recent Small Business Reforms in Hungary: A Unique Socialist Experiment, January 1985, pp. 65-72.

NELSON, R. RYAN, see CHRISMAN.

NOETZEL, ARTHUR J. Review of *The Entrepreneurial Life: How to Go for It and Get It*, by Silver, July 1985, pp. 73-74.

NORD, G. DARYL, see IRELAND.

ORPEN, CHRISTOPHER. The Effects of Long-Range Planning on Small Business Performance: A Further Examination, January 1985, pp 16-23.

PEARSON, JOHN N., see BRACKER.

PETERSON, MARK, see HERRIED.

POSTNIKOFF, JOSEPH F., see DARLING.

RAHMAN, SYEDUR, see ALLEN.

RHUNKA, JOHN C. Raising Equity Capital Through Limited Offerings: Criteria for Choice of Exemptions, October 1985, pp. 45-53.

ROBINSON, RICHARD B., see CHRISMAN.

RYANS, CYNTHIA C., editor of Resources for further reading. End of each issue, 1985.

SEGLUND, RAGNOR. How to Reduce Advertising Costs, July 1985, pp. 66-69.

SEXTON, DONALD L. and PHILIP VAN AUKEN. A Longitudinal Study of Small Business Strategic Planning, January 1985, pp. 7-15.

SHAPERO, ALBERT. Why Entrepreneurship? A Worldwide Perspective, October 1985, pp. 1-5 (Guest Editorial).

SNYDER, DON R. and TROY A. FESTERVAND. University Research Centers and New Product Development for Small High-Technology Firms, July 1985, pp. 37-43.

SOLOMON, GEORGE. Does the SBA Satisfy the Informational Needs of Small Business?, October 1985, pp. 67-70 (Small Business News & Views).

STAR, ALVIN D. Review of *The Small Firm: An International Survey*, ed. by Storey, October 1985, pp. 63-64.

STEPHENSON, HARRIET B. Review of *Maximizing Profits in Small and Medium-Sized Businesses*, by Braverman, July 1985, pp. 74-75.

STEPHENSON, HARRIET BUCKMAN. Review of *Profitable Methods for Small Business Advertising*, by Gray, April 1985, p. 72.

STOCKSTILL, LOWELL E. Multilevel Franchise or Pyramid Scheme?, October 1985, pp. 54-58.

STONER, CHARLES R., see FRY.

SWANSON, HARRY J. Review of *Going Public: The Entrepreneur's Guide*, by O'Flaherty, October 1985, pp. 64-65.

TAYLOR, RAYMOND and DAVID J. MEINHARDT. Defining Computer Information Needs for Small Business: A Delphi Method, April 1985, pp. 3-9.

VAN AUKEN, PHILIP, see SEXTON.

WILLIAMS, JAMES H. Job Order Cost Accounting Information Systems, April 1985, pp. 17-26.

YOUNG, JOHN E., see KHANDEKAR.

NEW BOOKS FOR REVIEW*

Effective Information Management—Developing Information Systems Strategies, R. T. Tricker, Van Nostrand Reinhold Co., Inc. 1982, 199 pp.

The Emerging Business: Managing for Growth, Seymour Jones, M. Bruce Cohen, John Wiley & Sons, Inc., 1983, 425 pp.

Entrepreneurship and Venture Management (Text and Cases), Kenneth W. Olm and George G. Eddy, Charles E. Merrill Publishing Co., 1985, 512 pp.

The Environment of Entrepreneurship, Calvin A. Kent, D.C. Heath & Co., Lexington, Mass., 1984, 181 pp.

From the Other Side of the Bed, Katy Danco, Prentice-Hall, Inc., 1981, 163 pp.

Intuitive Management: Integrating Left and Right Brain Management Skills, Weston H. Agor, Ph.D., Prentice-Hall, Inc., 1984, 105 pp.

Outside Directors in the Family Owned Business, Leon A. Danco and Donald J. Jonovic, Prentice-Hall, Inc., 1981, 207 pp.

The Positive Manager, Steve Buchholz, Ph.D., Editor, Wilson Learning Corporation (Leading Consultant to Fortune 500), John Wiley & Sons, Inc., 1985, 181 pp.

Practical Accounting for Small Businesses, (Second Edition), Laura Kirsner and Lyn Taetzsch, Van Nostrand Reinhold Co., New York, 1983, 248 pp.

Practical Personnel Policies for Small Business (How Employees Can Be Your Most Productive Asset), Cohn and Lindberg, Inc., Van Nostrand Reinhold Co., New York, 1984, 210 pp.

Small Business Management (Third Edition), Pickle and Abrahamson, John Wiley & Sons, 1984, 645 pp.

Strategic Planning for Smaller Businesses, David A. Curtis, D.C. Heath & Co., Lexington, Mass., 1983, 190 pp.

Successful Small Business Management (Fourth Edition), Tate, Megginson, Scott, Trueblood, Business Publications, Inc., 1985, 642 pp.

Venture Capital—The Complete Guide for Investors, A. David Silver, John Wiley & Sons, Inc., 1985, 252 pp.

*Contact *JSBM* Book Review Editor, Ken Rindt, Wisconsin Small Business Development Center, 602 State Street, Madison, WI 53703.